Massachusetts Division of Insurance Annual Report of Membership in Small Group Health Insurance Plans ¹ as of December 31, 2003

| MASSACHUSETTS SMALL GROUP | Barnstable | Berkshire | Bristol | Dukes | Essex | Franklin | Hampden | Hampshire | Middlesex | Nantucket | Norfolk | Plymouth | Suffolk | Worcester | TOTAL |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| COVERED LIVES BY COUNTY | Covered Lives |
| (WITH 2003 MEMBERSHIP ACCORDING TO 2003 ANNUAL REPORTS) | at End of Year |
| 1 Blue Cross and Blue Shield of Massachusetts, Inc. 2 | 924 | 543 | 1,834 | 466 | 3,919 | 90 | 1,300 | 429 | 18,553 | 1,590 | 5,878 | 1,922 | 9,285 | 2,196 | 48,929 |
| 2 Commercial Carriers | 5,120 | 744 | 3,036 | 1,072 | 6,162 | 471 | 2,572 | 882 | 9,959 | 1,557 | 4,572 | 3,624 | 2,380 | 3,268 | 45,419 |
| 3 Health Maintenance Organizations | 26,276 | 17,754 | 41,442 | 1,896 | 68,546 | 6,308 | 40,253 | 14,015 | 177,775 | 527 | 81,691 | 44,778 | 70,797 | 79,733 | 671,791 |
| | | | | | | | | | | | | | | | |
| TOTALS: | 32,320 | 19,041 | 46,312 | 3,434 | 78,627 | 6,869 | 44,125 | 15,326 | 206,287 | 3,674 | 92,141 | 50,324 | 82,462 | 85,197 | 766,139 |

¹ Based on the 2003 Small Group Annual Reports currently on file with the Division.

As of April 14, 2004 Page 5

² Membership does not include members enrolled in Blue Cross and Blue Shield's HMO Blue line of business which are included in the Health Maintenance Organization details.